

**QUESTION AND ANSWER SESSION
FORT GREELY EUL INDUSTRY FORUM**

Q: Where is the site in proximity to the proposed Alaska Railroad spur?

A: The exact location of a Fort Greely - Alaska Railroad spur is unknown until the proposed environmental assessment study is performed.

Q: Can the site be visited at times other than the December 13th bus tour?

A: Yes. Please contact Ms. Christine Boerst at 907-388-3461 or christine.boerst@us.army.mil to arrange an accompanied visit.

Q: Will your lease rents include percentage of gross for retail concessions in addition to fair market value for land? If so, what are those rates?

A: The Army is required to receive at least the Fair Market appraised value of the property for a long term land lease. The actual terms of the lease will be negotiated with the selected developer during the creation of a Building and Lease Plan.

Q: How many square feet of improvements does the development require?

A: No specific building sizes were proposed. The selected developer will perform the necessary due diligence to determine the appropriate mix of building sizes and types.

Q: MEDDAK stated one physician and staff. Is that Fort Greely's needs only?

A: The MEDDAK staffing model was based on the Fort Greely military population only. That's the active duty and their family members. That minimum medical staff required for the Fort Greely military population however would service approximately 1,500 persons, so some additional non-military area residents could be accommodated.

Q: How does the proposed Allen Army Air Field joint use lease with the State of Alaska effect the EUL?

A: The Army is working to create a lease to the State of property adjacent to the airfield for joint military/commercial use of the runways. The State would seek to establish private aircraft fuel sales and service there to attract commercial airline service into Delta Junction, possibly with direct flights from Delta to Anchorage. The EUL is not directly connected to the Joint Use Airport agreement but would likely benefit from its creation.

Q: Can the EUL site be cleared along the north side, from the north and west of Richardson Highway to enhance the view. Is that a consideration?

A: Yes, we would take that into consideration.

Q: Will there be design and construction oversight by the Army Corps of Engineers?

A: The design of the development will be compatible with Fort Greely and is subject to review by the Installation. Construction of building on Fort Greely must comply with Anti-Terrorism Force Protection Standards.
(http://www.erdcpub.usace.army.mil/pls/erdcpub/www_welcome.navigation_page?tmp_next_page=51419&tmp_main_topic=)

Q: Why did the Old Post area get selected with all the environmental issues or unknowns?

A: The environmentally sensitive areas within or adjacent to the EUL are determined to be low-risk areas. As long as the sites remain undisturbed, they are not a hazard. Opportunities do exist to utilize the environmental sites for development with coordination of State and Installation officials. Fort Greely and the Army Corps did analyze other sites but none provided sufficient size, access and physical conditions to maximize private development.

Q: Are there any guaranteed minimums or any guarantees by the developer to the Army?

A: From the Army side, there are no guarantees of revenue or tenancy. There are no minimums. The Army seeks a market-based project and will work with the developer to scale and phase the development to achieve success for both parties. The Army seeks no guarantees outside the ground rent negotiated as part of the lease and business plan created by and with the selected developer.

Q: Is there a proposal for local hire or veterans' preference for the project within the solicitation or the proposed review process?

A: No, this is not a federal acquisition regulation process. It is a real estate lease. All proposals will be based on the development team qualifications and what brings the best value to the Army for ground rent and mission compatibility.

Q: What are the specs for the medical facility, square-foot size, hours of the operation, is it part of the hotel or a stand-alone, and minimal professional staffing; doctors, nurses, X ray lab, et cetera?

A: The EUL is a market-driven process, so you the developer will determine the required staffing. As a potential customer base, the Fort Greely population was estimated to require one physician and supporting staff. We equate that to approximately an 8,000 square foot facility.

Beyond our calculations are the Delta Junction population needs. Dr. Ray Andreassen, the sole medical provider for the greater Delta area was asked to make a few comments:

DR. ANDREASSEN: "The present facility that we are using is about 7,500 square feet. And we are, we think, currently about a thousand feet short of what we need if we are actually going to service the needs of the community as it is expanding, but we are looking at someone said 10,000 feet, if we are actually looking. We have one physician, one mid-level provider, 27 people that are full-time equivalents that we have hired to man the place. We think that the area is growing and the needs are expanding. And the amount of people that are going to be needed to service that medically is going to increase not decrease. So we think that we are look at 10,000 square foot usage area. We are short now, and we don't have enough. So it is a growing area. And it is going to be a seven-24, although not seven-24 for seeing patients, but we have for 20-some years had to service the needs of the people around the clock seven days a week. We don't expect and don't plan to be up for all of Fairbanks in the middle of the night to deal with problems. We want to continue to do service, so those who will come and help us to service this will come to be part of this particular opportunity, I would be very, very unhappy if he suddenly went from seven-24 down to, well, you know, it is five o'clock. Got to Fairbanks, enjoy yourself for an hour and a half of CPR to get there. That wouldn't be a pleasant thing for me. When I get to that point, I don't want somebody pumping on my chest for an hour and a half. I want somebody at the site or -- seven-24, they need to be there. Not just a daytime clinic. So these pieces need to be figured into this. The community needs additional growth medically. And I personally agree with that growth. So whoever is going to steps up to the batters box and tries to do this, I am very interested in giving you information, helping whoever it is to see that vision go forward."

Q: Who provides the staffing for the medical clinic?

A: The developer will staff, equip and supply the clinic.

Q: Who will be providing emergency services, fire, ambulance to the site after completion of the development?

A: The Fort Greely garrison police, basic life support and fire services would be provided at a rate equivalent to that charged all installation tenants.

Q: Are there any limitations in construction as a result of the nearby airfield?

A: The anticipated construction would not be expected to reach heights (i.e., 3 to 4 story maximum) which would penetrate airfield approach zones.

Q: Given that an EBS, Environmental Baseline Study, has been performed, what other portions of the NEPA process need to be completed by the development team?

A: The developer will need to complete an Environmental Assessment (EA) in coordination with the timeline for execution of the ground lease.

Q: What part of the NEPA process will the Federal Government perform?

A: The Installation will provide access to all available documentation, including the EBS, necessary for the developer to prepare the EA.

Q: Given this is a federal piece of property, describe the permitting process for construction. And who will issue the permits?

A: State of Alaska regulations regarding water and waste water, utilities, building construction and fire regulations are expected to apply. The Installation will help facilitate any necessary permitting.

December 13, 2005 Fort Greely Site Tour Questions

1. **Will the contractor and tenants of the hotel have direct access to the post?** No, as the development is anticipated to have non-military tenants, access to Fort Greely would remain through the main gate from Richardson Highway and not directly from the EUL site.
2. **What is the size of the right of way coming from the highway?** The EUL site enjoys approximately 3,000 feet of frontage along Richardson Highway. Access to the site will be created by the developer from Richardson Highway with coordination of the highway department and the existing pipeline easement adjacent to the property boundary.
3. **What are the details (when they are available) of the Joint Use Lease with the Air Field?** The Allan Army Airfield Joint Use agreement with the State of Alaska is under development and details will be announced as soon as possible.
4. **Is the highway maintained year round?** Yes, the State of Alaska Highway Department maintains Richardson Highway year round.
5. **How many employees at the Bollio Complex?** Between 60-150 contractor and government personnel visit CRTC every winter. These personnel typically stay from 2 to 60 days. This equals 200 to 1100 overnight stays.